Doing Business with the United States Department of Veterans Affairs

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Alamo VOSB / SDVOSB Conference & Expo

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Today’s Topics

- Mission/Profile/Structure
- Procurement Preference Goals
- What & How VA Buys
- Who Buys
- Contracting & Subcontracting Opportunities
- Veterans Enterprise
- How to Improve Your Chances

VA's Mission

"With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the Nation's wounds, to care for him who shall have borne the battle, and for his widow and orphan, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations."

--Abraham Lincoln

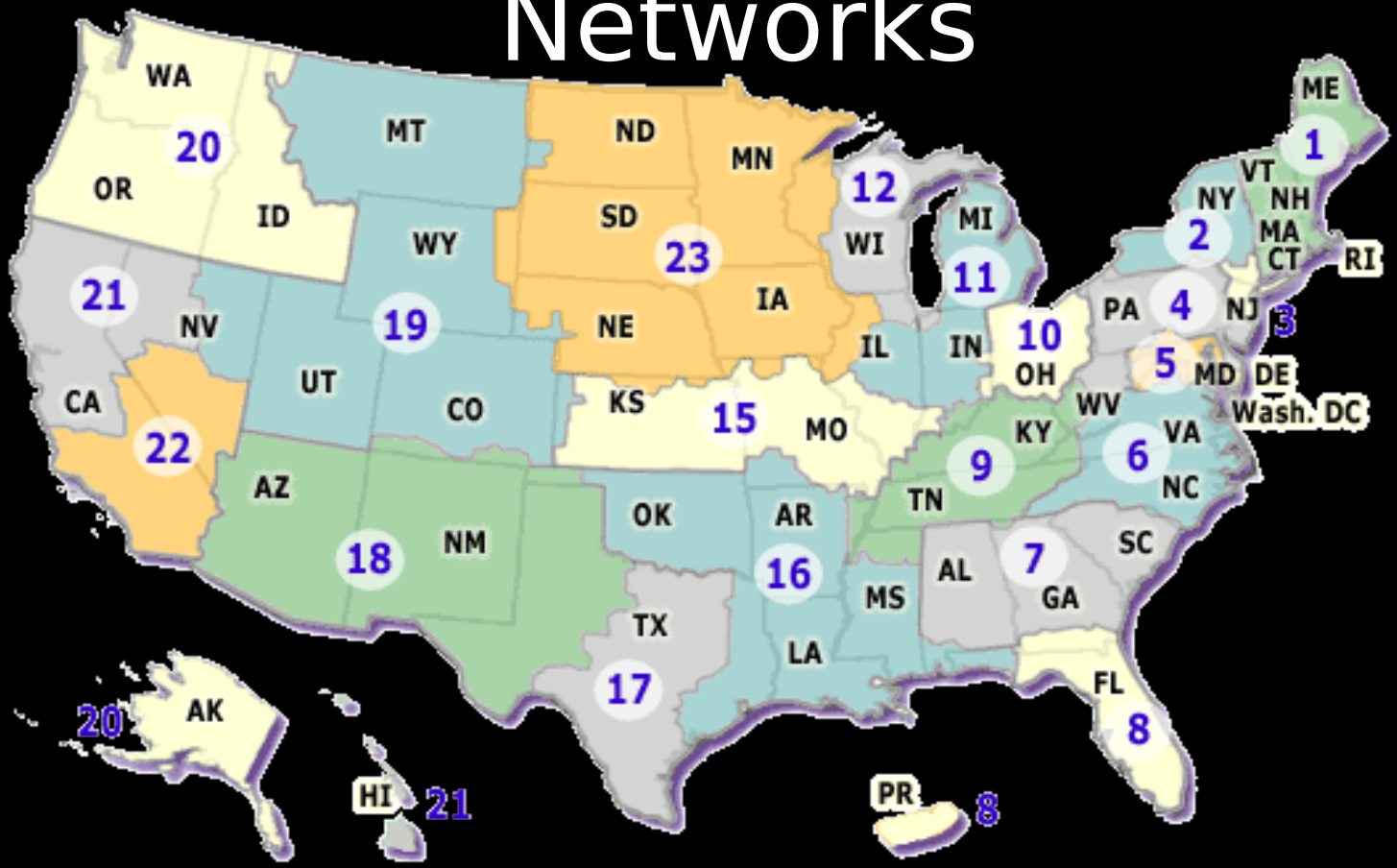
VA Profile

- FY 2008 Budget $86.7 Billion
- FY 2007 - $11.6 Billion for Supplies/Services
  - ($2.5 Billion+ on Purchase Cards -- - 3.86 million transactions
  - Approximately 17,000 cardholders
- 23.5 Million+ Veterans; 39.1 Million Family
- 258,000 Employees – 2nd Largest
- 85,428 Volunteers- 11.6 million hours

VA Organizational Structure

- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Offices

VHA Structure – VISNs
Veterans Integrated Service Networks



FY 2008 & 2009 Socioeconomic Procurement Preference Goals

Category	Statutory	VA
Small Business	23%	28.7%
Small Disadvantaged Bus. (including Section 8(a))	5%	5%
Women-Owned SB	5%	5%
Veteran-Owned SB	None	10%
Service-Disabled Veteran-Owned Small Business	3%	7%
HUBZone Small Business	3%	3%

FY 2008 Goals & Tentative Accomplishments *(as of Nov 3, 08)*

Category	Secretary ’s Goals	VA-wide Accomplishments
Small Business	28.7%	31.73%
Small Disadvantaged Bus. (including 8(a))	5%	8.65%
Women-Owned SB	5%	3.84%
Veteran-Owned SB	10%	13.23%
Service-Disabled Veteran-Owned Small Business	7%	10.36%
HUBZone Small Business	3%	2.37%

What VA Buys

- Information Technology

  - Hardware, Software, Maintenance & Other Services
- Medical, Dental and Veterinary Equipment & Supplies, Pharmaceuticals (FSG 65)
- Instruments & Laboratory Equip (FSG 66)
- Perishable and Non-Perishable Subsistence

What VA Buys (cont.)

- Nursing Home Services
- Prescription Eyeglasses
- Readjustment Counseling Services
- Home Oxygen & Medical Gases
- Security Services

What VA Buys (cont.)

- Medical Transcription Services
- Interment Flags
- Grounds Maintenance
- Transportation Services
- Grave Markers & Headstones
- Integrated Pest Management Svcs.

What VA Buys (cont.)

- Trash, Garbage & Infectious Waste Disposal
- Architect & Engineer Services
- Construction Services
- Office Supplies & Equipment
- Office Equipment Maintenance
- Consulting & Advisory Services

How VA Buys

- Prime Vendor Programs
  - Med/Surg
  - Pharmaceutical
  - Subsistence

How VA Acquires IT

- National Contracts
  - NASA SEWP* (www.sewp.nasa.gov)
  - VETS-GWAC** (www.gsa.gov/vetsgwac)
  - GITSS** (www.buyit.gov)
  - FSS (www.fss.gsa.gov)
- Open Market (FAR Parts 12, 13, 14 & 15)

*Mandatory Use

**Preferred Acquisition Method

Who Buys

- VA Medical Centers
- Veterans Integrated Service Networks
- VA National Acquisition Center (NAC)
- Office of Acquisition and Logistics
- VA National Cemetery Administration
- VA Franchise Data Center, Austin, TX
- VA Office of Administration
- VA Acquisition and Logistics Center

Veteran Entrepreneurship

1. P.L. 106-50, Veterans Entrepreneurship & Small Business Development Act of 1999
2. P.L. 108-183, Veterans Benefits Act of 2003
3. Executive Order 13360, the Service-Disabled Veterans Executive Order (October 20, 2004)
4. P.L. 109-461, Veterans Benefits, Healthcare & Information Technology Act of 2006), December 22, 2006; Effective June 20,2007

VA Hierarchy of Small Business Programs*

(Open Market Acquisitions**)

1. Service-disabled veteran-owned firms***
2. Veteran-owned firms***
3. HUBZone firms and 8(a) participants (tied)
4. All others (including general small business)

**Not applicable to FAR Part 8 Acquisitions

*P.L. 109-461 ***Registered in VIP & Verified by VA

P.L. 109-461 Set-Aside Authorities

SDVOSB:

- Competitive – Unlimited by dollar value
- Sole-Source – Limited to $5 million

VOSB:

- Competitive – Unlimited by dollar value
- Sole Source – Limited to $5 million

VA's P.L. 109-461 Verification Program

- Responsible Organization
  - VA's Center for Veterans Enterprise
  - Contact: VACVE@va.gov
  - Toll-free support: 1-866-584-2344
- Locate Program Application Information:
  - www.VetBiz.gov – click on Vendor Information Pages database
- Fully electronic and secure application process

VA's P.L. 109-461 Verification Program

Who may apply:

- Owners who are veterans, service-disabled veterans, or eligible surviving spouses

Eligible Term:

- One year with no change in ownership

VETBIZ.gov

VA's P.L. 109-461 Verification Program

Benefits:

- Large VA contractors will use verified SDVOSB and VOSB subcontractors for achievement credits;
- Large prime contractors with VA partnership agreements will voluntarily use verified SDVOSB and VOSB subcontractors; and
- VA contracting teams have unique buying authority including VOSB set-asides and sole sourcing, but only when they use verified SDVOSBs and VOSBs

VETBIZ.gov

Prime & Subcontracting Opportunities

- Open market acquisitions & contract awards published in the Federal Business Opportunities System (www.fbo.gov)
- VA Forecast of Contracting Opportunities (www.va.gov/osdbu)

- VA subcontracting opportunities (www.va.gov/osdbu)
- Federal Procurement Data Center (FPDC) (https://fpds.gov)
- Small Business Administration's Sub-Net (http://web.sba.gov/subnet/)

Improve Your Chances

- Service-Disabled Veteran-Owned & Veteran-Owned Rep/Verification*
- Register in VIP Database*
- 8(a) / SDB Certification
- HUBZone Certification
- Federal Supply Schedule (FSS) Contract
- Accept Purchase Cards
- Competitive Pricing
- Take Advantage of Marketing

*P.L. 109-461

VA Office of Small & Disadvantaged Business Utilization

www.va.gov/osdbu / **1-202-461-4253**

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VA Center for Veterans Enterprise

1-866-584-2344

www.VetBiz.gov